

**FBP Module 8**

**Financial Analysis**

**Supplement**

# Credit Presentation

## General Information

Individual Name <b>Dana B. Doe</b>	Company Name	Address 1 <b>100 Main St.</b>	Address 2
City, State, Zip <b>Glenwood, Iowa 51534</b>	SSN / Federal Tax I.D. # <b>123-45-6789</b>	Entity Type <b>Sole Proprietorship</b>	
Type of Operation - Primary <b>Wheat Farming SIC: 0111</b>	Year Started Farming <b>1981</b>	% of Business Owned? <b>100%</b>	Contact Phone <b>(712) 527-4456</b>
NAICS: 111140			
Loan Amount Requested for Approval <b>0</b>			
Farm Assessment Status <b>( ) Completed/Updated, (X) No Update Required</b>			

## Credit Relationship

Loan#	Purpose	Loan Type	Principal Balance	Present Commit	Incr / Decr	Proposed Commit	Int. %	Pmt Amt # P & I	Pmts /Yr	Orig Date	Maturity Date
Existing											
1111	General Operating Expense	Cur	15,000	75,000	-75,000		9 00	16,746	1	1/15/03	12/31/03
2222	Purchase Feeder Livestock	Cur	30,000	30,000	-30,000		9 00	33,802	1	3/4/03	2/15/04
3333	Equipment	Int	150,000	150,000		150,000	10 00	30,800	1	12/1/01	12/1/06
4444	Purchase 200 Acres	L T	145,000	145,000		145,000	8 00	23,600	1	2/15/97	2/15/12
Totals			340,000	400,000	-105,000	295,000		104,948			
New											
	2004 Oper Exp	Cur			100,000	100,000	8 00	108,000	1		
	Tractor Purchase	Int			20,000	20,000	6 75	4,845	1		
Totals					120,000	120,000		112,845			
* Refinanced											
** Post Close											
Totals			340,000	400,000	15,000	415,000		217,793			

## Comments

For new loans indicate loan purpose(s):

## Collateral Analysis

Loan(s) Description	Lien?	Scoring & Rating	# Of Loans	Loan Amt	Asset \$ Value	%	Collateral Value	Margin Ln / Coll	% Loan to Coll
FSA Loans	Ours	[X]	4	340,000	791,170	100	761,170	2.24	44.67%
<b>Total of Scoring &amp; Rating</b>			<b>4</b>	<b>340,000</b>	<b>791,170</b>	<b>96</b>	<b>761,170</b>	<b>2.24</b>	<b>44.67%</b>
<b>Total</b>			<b>4</b>	<b>340,000</b>	<b>791,170</b>	<b>96</b>	<b>761,170</b>	<b>2.24</b>	<b>44.67%</b>
John Deere Prior Lien	Prior		1	30,000	275,000	100	50,000	1.67	60.00%

## Borrower Classification 2003 Review

<b>Score = 1.30</b> <b>REVIEW</b>	<b>1 Commercial</b>
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Model Used: Cred. Pres. / Borr. Class

Last Scored: 03/23/2004-13:25:06 PM Kevin Britten

Financial Statements and Forms calculated from:

Balance Sheet: 12/31/2003 FYE 2003  
Inc. / Exp.: 12/31/2004 2004 Proj.

Form(s):  
General Information

Criteria	Criteria Score	Wt %	Weighted Criteria Score	Review
Liquidity Ratio	1.91	15	0.150	Pass
Debt to Assets	41.02%	30	0.600	Pass
Return on Assets	11.84%	15	0.150	Pass
Term Debt & Cap Lease Coverage Ratio	1.34	40	0.400	Pass
			<u>1.300</u>	

Comments

## Employment Information

Employment	Employer	Occupation	Phone	Address	Started	Gross Mon Inc	Status
Jane Farmer	ACME Accounting LLC	Clerk	(712)527-5216 x	100 Main St Glenwood IA 51534	03 / 1995	1500	Cur

## Related Entities

Name	Address	Phone	Tax I D	% Own	Amt Guar	Scored Prin
Jane Farmer		( ) -	111-22-333			N / A

## Balance Sheet

Balance Sheet Dates	12/31/2003	12/31/2002
Balance Sheet Description	FYE 2003	FYE 2002
Current Assets	230,020	226,500
Current Liabilities	120,589	124,340
Working Capital	109,431	102,160
Liquidity Ratio	1.91	1.82
Total Assets	1,187,570	1,173,500
Total Liabilities	487,138	526,840
Total Equity	700,432	646,660
Debt to Assets	41.02%	44.89%

## Income Statement

Inc. & Exp. Beginning Date	01/01/2004	01/01/2003
Inc. & Exp. Ending Date	12/31/2004	12/31/2003
Inc. & Exp. Description	2004 Proj	FYE 2003
Gross Revenues	551,831	477,420
Value of Farm Production	435,076	397,515
Operating Expense (Excl. Depr & Interest)	249,500	248,500
Operating Expense Ratio	57.35%	62.51%
Return on Equity	12.54%	4.76%
Return on Assets	11.84%	7.15%

## Repayment Capacity

Inc & Exp Beginning Date	01/01/2004	01/01/2003
Inc & Exp Ending Date	12/31/2004	12/31/2003
Inc & Exp Description	2004 Proj.	FYE 2003
Net Income From Operations	132,804	64,055
Non-Farm Income	15,000	9,500
Term Interest	39,224	42,360
Depreciation Expense		32,600
Income Tax Expense	10,000	5,500
Owner Withdrawals	45,000	32,000
Non-Farm Expense		
Capacity-Repayment & Cap Replacement	132,028	111,015
Term Interest	39,224	42,360
Term Principal	58,946	45,000
Margin After Debt Servicing	33,858	23,655
Term Debt & Cap Lease Coverage Ratio	1 34	1 27
Beginning Cash on Hand		
Ending Cash on Hand	-16,142	14,155

## Eligibility

Citizen of the United States? (X)Yes, ( )No		
Have sufficient relevant educational and/or on the job training or experience in managing and operating a farm/ranch which indicates the managerial ability required to assure reasonable prospects of success in the proposed plan? (X)Yes, ( )No		
For FO's: Must have participated in the business operations of a farm or ranch for at least 3 years. (X)Yes, ( )No, ( )NA	Unable to obtain sufficient credit elsewhere? ( )Yes, (X)No	
Except for youth loans, owner/operator or tenant-operator of not larger than a family farm after the loan is closed? (X)Yes, ( )No	Eligible for requested assistance (OL and/or FO) and within term limits? (X)Yes, ( )No	Past FSA debt forgiveness? ( )Yes, (X)No
Delinquent on a federal debt? ( )Yes, (X)No	Beginning Farmer or Rancher? ( )Yes, (X)No	Credit History Acceptable? (X)Yes, ( )No
Record keeping system adequate? (X)Yes, ( )No	If 'Yes' indicate type Computerized	Have all environmental requirements been met? (X)Yes, ( )No
Suffered qualifying losses as a result of a disaster in a designated area (EM Loans)? ( )Yes, ( )No, (X)NA	Established farmer (EM Loans)? ( )Yes, ( )No, (X)NA	Continue farming after disaster (EM Loans)? ( )Yes, ( )No, (X)NA

## Credit Worthiness

Is applicant credit worthy? (X)Yes, ( )No
Comments

## Loan Narrative

### Collateral

Security Requirement met for all loans? (X)Yes, ( )No, ( )NA
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### Capacity

## Capital

## Conditions

### Borrower Production Training:

Date Required 01/01/2001	Date Completed 06/01/2002	Date Waived
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### Borrower Financial Training:

Date Required 01/01/2001	Date Completed 08/01/2002	Date Waived
Supervised Bank Account Required? ( )Yes, (X)No	If 'Yes' indicate reason	Hazard insurance required? (X)Yes, ( )No

### Plan Approval

Approved

Kevin Britten

FLM

3/4/2004 2:25:41PM

# Balance Sheet

Dana B Doe

12/31/2003 - FYE 2003

Cust # M7

<u>Current Assets</u>		<u>\$ Value</u>	<u>Current Liabilities</u>		<u>\$ Value</u>
Cash & Equivalents		3,000	Accounts Payable		1,000
Marketable Bonds & Securities		400	Income Taxes Payable		2,000
Accounts Receivable		2,000	Current Notes Payable - FSA		45,000
Crop Inventory		153,500	Cur Portion Term Debt - FSA		27,800
Growing Crops		4,500	Cur Portion Term Debt - Other		27,651
Market Livestock & Poultry		60,120	Accrued Interest		17,138
Prepaid Expenses & Supplies		6,500			
<b>Total Current Assets</b>		<b>230,020</b>	<b>Total Current Liabilities</b>		<b>120,589</b>
<u>Intermediate Assets</u>			<u>Intermediate Liabilities</u>		
Machinery & Equipment		275,000	Intermediate Term Debt - FSA		134,200
Farm Vehicles		30,000	Intermediate Term Debt - Other		29,349
Raised Breeding Stock		54,000			
Purchased Breeding Stock		68,550			
<b>Total Intermediate Assets</b>		<b>427,550</b>	<b>Total Intermediate Liabilities</b>		<b>163,549</b>
<u>Long Term Assets</u>			<u>Long Term Liabilities</u>		
Buildings & Improvements		100,000	Long Term Debt - FSA		133,000
Real Estate - Land		430,000	Long Term Debt - Other		70,000
<b>Total Long Term Assets</b>		<b>530,000</b>	<b>Total Long Term Liabilities</b>		<b>203,000</b>
<b>TOTAL ASSETS</b>		<b>1,187,570</b>	<b>TOTAL LIABILITIES</b>		<b>487,138</b>
			<b>TOTAL EQUITY</b>		<b>700,432</b>
<u>GRAND TOTALS</u>			<u>GRAND TOTALS</u>		
Grand Total Current Assets		230,020	Grand Total Current Liabilities		120,589
Grand Total Intermediate Assets		427,550	Grand Total Intermediate Liabilities		163,549
Grand Total Long Term Assets		530,000	Grand Total Long Term Liabilities		203,000
<b>Grand Total Assets</b>		<b>1,187,570</b>	<b>Grand Total Liabilities</b>		<b>487,138</b>
			<b>GRAND TOTAL EQUITY</b>		<b>700,432</b>

The information above and on attached schedules is furnished for the purpose of securing and maintaining credit and is certified to be true and correct. The undersigned authorizes the FSA to make all inquiries deemed necessary to verify the accuracy of the information contained above to determine my credit-worthiness and to answer questions about their credit experience with me. I agree to notify FSA promptly to any material changes to the above. "I recognize that making any false statements on this Farm Business Plan or any other loan document may constitute a violation of criminal law"

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
 Signature: \_\_\_\_\_ Date: \_\_\_\_\_

# Balance Sheet Schedules

12/31/2003 - FYE 2003

Dana B Doe  
Cust # M7

Cash & Equivalents	\$ Value	Col.
Checking	2,500	
Savings	500	
	<u>3,000</u>	

Accounts Receivable	\$ Value	Col.
Combining	2,000	
	<u>2,000</u>	

Crop Inventory	Measure	# Units	\$/Unit	Calc. Basis	\$ Value	Col.
Corn	Bu	23,000 00	2 50	\$/Unit	57,500	Yes
Soybeans	Bu	16,000 00	6 00	\$/Unit	96,000	Yes
		<u>39,000</u>			<u>153,500</u>	

Growing Crops	# Acres	Cost/Acre	Calc. Basis	\$ Value	Col.
Wheat			Total \$	4,500	
				<u>4,500</u>	

Market Livestock & Poultry	# Head	Weight	\$/Unit	Calc. Basis	\$ Value	Col.
Cattle - Beef	80	750 00	0 65	\$/LB	39,000	Yes
Hogs - Market	220	240 00	0 40	\$/LB	21,120	Yes
	<u>300</u>				<u>60,120</u>	

Prepaid Expenses & Supplies	\$ Value	Col.
Fertilizer	6,500	
	<u>6,500</u>	

Machinery & Equipment	Qty	Cond.	Year	Serial	\$ Value	Col.
Combine - John Deere	1	Good	2002	795621	110,000	Yes
Tractor - John Deere	1	Exc	1999	861258	50,000	Yes
All Other Equip					115,000	Yes
					<u>275,000</u>	

Farm Vehicles	Qty	Cond.	Year	Serial	\$ Value	Col.
Pickup - GMC	1				30,000	
					<u>30,000</u>	

# Balance Sheet Schedules

12/31/2003 - FYE 2003

Dana B. Doe  
Cust # M7

Raised Breeding Stock	# Head	\$/Hd	Calc. Basis \$/HD	\$ Value	Col.
Cattle - Brdg	90	600.00		54,000	Yes
	<u>90</u>			<u>54,000</u>	

Purchased Breeding Stock	# Head	\$/Hd	Calc. Basis \$/HD	Acc. Depr.	\$ Value	Col.
Cattle - Brdg	3	1,850.00			5,550	Yes
Dairy Cattle-Brdg.	63	1,000.00			63,000	Yes
	<u>66</u>				<u>68,550</u>	

Buildings & Improvements	Year Pur.	Assessed Val	Acc. Depr.	\$ Value	Col.
Barn				100,000	
				<u>100,000</u>	

Real Estate - Land	Total A.	Crop A.	\$ Acres	Calc. Basis	Year Pur.	Assessed Val	Acc. Depr.	\$ Value	Col.
Home Farm	200	180	1,000	Total A.				200,000	
North Farm	180	155	1,000	Total A.				180,000	Yes
South Farm				Total \$				50,000	
	<u>380</u>	<u>335</u>						<u>430,000</u>	

Accounts Payable	\$ Value
Feed Bill	1,000
	<u>1,000</u>

Income Taxes Payable	\$ Value
	2,000
	<u>2,000</u>

Loan Schedule	Purpose	Int. Rate	Accrued Interest	Cur. Port. Prin. Due	Non-Cur. Prin. Bal.	Total Prin. Bal.	P & I. Pmt.	Pmt. Date	Mature Date
FSA	Cur General Operating Expense	9.00	396	15,000		15,000	16,746	12/30/2004	12/31/2003
FSA	Cur Purchase Feeder Livestock	9.00	1,102	30,000		30,000	33,802	12/30/2004	02/15/2004
FSA	Int Equipment	10.00	1,000	15,800	134,200	150,000	30,800	12/30/2004	12/01/2006
GMAC	Int	11.00		6,501	5,499	12,000	7,500	12/30/2004	
John Deere Credit	Int	8.75		6,150	23,850	30,000	8,775P	12/30/2004	
FSA	L.T. Purchase 200 Acres	8.00	8,120	12,000	133,000	145,000	23,600	12/30/2004	02/15/2012
Helms-Land Contract	L.T.	9.00	6,520	15,000	70,000	85,000	22,650	12/30/2004	
			<u>17,138</u>	<u>100,451</u>	<u>366,549</u>	<u>467,000</u>	<u>143,873</u>		

R = Refinanced Loans  
P = Prior Liens



# Balance Sheet Trends

Dana B Doe  
Cust # M7

	FYE 2003 12/31/2003	FYE 2002 12/31/2002
Cash & Equivalents	3,000	1,300
Marketable Bonds & Securities	400	400
Accounts Receivable	2,000	2,200
Crop Inventory	153,500	148,000
Growing Crops	4,500	6,500
Market Livestock & Poultry	60,120	57,100
Prepaid Expenses & Supplies	6,500	11,000
<b>Total Current Assets</b>	<b>230,020</b>	<b>226,500</b>
Machinery & Equipment	275,000	258,000
Farm Vehicles	30,000	35,000
Raised Breeding Stock	54,000	54,000
Purchased Breeding Stock	68,550	70,000
<b>Total Intermediate Assets</b>	<b>427,550</b>	<b>417,000</b>
Buildings & Improvements	100,000	100,000
Real Estate - Land	430,000	430,000
<b>Total Long Term Assets</b>	<b>530,000</b>	<b>530,000</b>
<b>TOTAL ASSETS</b>	<b>1,187,570</b>	<b>1,173,500</b>
Accounts Payable	1,000	800
Income Taxes Payable	2,000	
Current Notes Payable - FSA	45,000	64,000
Cur Portion Term Debt - FSA	27,800	23,500
Cur Portion Term Debt - Other	27,651	18,400
Accrued Interest	17,138	17,640
<b>Total Current Liabilities</b>	<b>120,589</b>	<b>124,340</b>
Intermediate Term Debt - FSA	134,200	150,000
Intermediate Term Debt - Other	29,349	34,500
<b>Total Intermediate Liabilities</b>	<b>163,549</b>	<b>184,500</b>
Long Term Debt - FSA	133,000	34,000
Long Term Debt - Other	70,000	184,000
<b>Total Long Term Liabilities</b>	<b>203,000</b>	<b>218,000</b>
<b>TOTAL LIABILITIES</b>	<b>487,138</b>	<b>526,840</b>
<b>EQUITY</b>	<b>700,432</b>	<b>646,660</b>

# Income & Expense Trends

Dana B. Doe  
Cust # M7

2004 Proj 01/01/2004 - 12/31/2004		FYE 2003 01/01/2003 - 12/31/2003
<b>Operating Income</b>		
Crop Sales	241,426	385,830
Livestock & Poultry Sales	173,976	67,800
Milk Sales	103,950	
Ag Program Pmts	20,000	12,500
Custom Hire Income	2,479	2,890
Other Income	10,000	8,400
<b>Total Operating Income</b>	<b>551,831</b>	<b>477,420</b>
Purchases for Resale		36,405
Purch For Resale Livestock & Poultry Sales	76,755	
<b>GROSS MARGIN</b>	<b>475,076</b>	<b>441,015</b>
<b>Operating Expenses</b>		
Car & Truck	2,000	1,890
Chemicals	21,000	20,700
Custom Hire Exp	6,000	5,230
Depreciation		32,600
Feed Supplement	40,000	43,500
Fertilizers & Lime	22,000	20,800
Freight & Trucking	18,000	17,250
Gas / Fuel / Oil	10,000	11,650
Insurance Exp	13,000	12,600
Labor Hired	33,000	31,090
Rent - Mach / Equip / Vehicle	1,500	1,100
Rent - Land / Animals	40,000	40,000
Repairs & Maintenance	20,000	22,300
Seeds & Plants	19,000	19,205
Taxes - Real Estate	8,000	7,600
Utilities	7,500	7,260
Vet / Breeding / Medicine	7,000	7,890
Other Expenses	7,500	7,635
Other - Irrigation Exp	14,000	14,300
Operating Interest	13,548	10,000
Term Interest	39,224	42,360
<b>Total Operating Exp.</b>	<b>342,272</b>	<b>376,960</b>
<b>NET OPER INCOME</b>	<b>132,804</b>	<b>64,055</b>
<b>Non-Operating</b>		
Owner Withdrawal	45,000	32,000
Income Taxes	10,000	5,500
Non-Farm Income	15,000	9,500
Term Principal Payment	58,946	45,000
<b>MARG AFTER DEBT SERV</b> (Depreciation Added Back)	<b>33,858</b>	<b>23,655</b>
Operating Loan Advance	100,000	
Term Loan Advance	20,000	
Operating Loan Pmt & Refi.	145,000	
<b>Total Financing</b>	<b>-83,946</b>	
<b>Capital</b>		

## Income & Expense Trends

Dana B Doe  
Cust # M7

2004 Proj 01/01/2004 - 12/31/2004		FYE 2003 01/01/2003 - 12/31/2003	
Capital Sales		15,000	
Capital Expenditures	25,000	24,500	
Cap Gains (Not to Repymt)		3,000	
Beg Cash On Hand			
Ending Cash On Hand	-16,142	14,155	
<b>Grand Totals</b>			
Total Cash Inflow	686,831	501,920	
Total Cash Outflows	702,973	487,765	
Net Cash Flow	-16,142	14,155	
Beg Cash On Hand			
Ending Cash On Hand or LOC Balance	-16,142	14,155	

I agree to follow this plan, as outlined above and on attached schedules, and to discuss with the agency loan official any important changes that may become necessary. This is a projected plan and does not release the security interest of the government in any security referred to in this plan. "I recognize that making any false statements on this Farm Business Plan or any other loan document may constitute a violation of federal criminal law"

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Signature: \_\_\_\_\_ Date: \_\_\_\_\_

# PROJECTED Income & Expense Schedules

01/01/2004 - 12/31/2004 2004 Proj

Dana B. Doe  
Cust # M7

## Crop Sales

Description	Production				Farm Use	Purchase			Sales			End Inv. Units
	Acres	Yield	%	Units		Units	\$/Units	Total \$	Units	\$/Units	Total \$	
Corn -	275	150.00	100	41,250					41,250	2.15	88,688	
Cotton -	100	750.00	100	75,000					75,000	0.52	39,000	
Soybeans -	350	45.00	100	15,750					15,750	6.25	98,438	
Wheat -	90	40.00	100	3,600					3,600	4.25	15,300	
	815			135,600					135,600		241,426	

## Livestock & Poultry Sales

Description	Pur/Rsd	#Head	Wt.	Calc Basis	\$/Units	Total \$	Death Loss	Sales			End Inv. Units
								Units	\$/Units	Total \$	
Cattle - Beef -	Purch	129	700.00	\$/LB	0.85	76,755		129	0.82	126,936	
Hogs - Market	Raised	490		\$/HD				490	0.40	47,040	
		619				76,755		619		173,976	

## Milk Sales

Description	#Head	Prod/Hd/Yr	Tot. Prod.	Price	Total \$
Dairy - Milk -	63	15,000	945,000	11.00	103,950
	63		945,000		103,950

## Capital Expenditures

Tractor Purchase	Total \$
	25,000
Total to Inc/Exp Summary	25,000

## Loan Payments

Creditor	Type	Purpose of Loan	Prin.	Int. Rate	Pmt/Yr	Principal	Interest	P. & I.
<b>Existing Loans</b>								
FSA	Cur	General Operating Expense	15,000	9.00	1	15,000	1,746	16,746
FSA	Cur	Purchase Feeder Livestock	30,000	9.00	1	30,000	3,802	33,802
GMAC	Int.		12,000	11.00	12	6,501	999	7,500
John Deere Credit	Int.		30,000	8.75	1	6,150	2,625	8,775 P
FSA	Int	Equipment	150,000	10.00	1	15,800	15,000	30,800
Helms-Land Contract	L T		85,000	9.00	1	15,000	7,650	22,650
FSA	L T	Purchase 200 Acres	145,000	8.00	1	12,000	11,600	23,600
			467,000			100,451	43,422	143,873

## New Loans

FSA	Cur	2004 Oper. Exp	100,000	8.00	1	100,000	8,000	108,000
FSA	Int	Tractor Purchase	20,000	6.75	1	3,495	1,350	4,845
			120,000			103,495	9,350	112,845

R = Refinanced Loans

P = Prior Liens

# Income Statement

Dana B. Doe

Cust # M7

VFP	2004 Proj	FYE 2003
Ag -	01/01/2004 - 12/31/2004 No Adj.	01/01/2003 - 12/31/2003 No Adj.
Crop Cash Sales	241,426	385,830
+or- Change in Inventories		
Gross Revenues from Crops	241,426	385,830
Market Lvstk/Poultry Cash Sales	173,976	67,800
+or- Change in Inventories		
Gross Revenues from Livestock	173,976	67,800
Lvstk Prod Sales	103,950	
+or- Change in Inventories		
Gross Revenues from Lvstk Prod	103,950	
Government Program Payments	20,000	12,500
Raised Breeding Stk Value Change		
Gain/Loss from Breeding Stock		
Change in Acct Rec (< 12 mo)		
Other Farm Income	12,479	11,290
+or- Accrual Adjustments		
Gross Revenues Other Farm Inc	12,479	11,290
<b>Gross Revenues</b>	<b>551,831</b>	<b>477,420</b>
Less - Purchases for Resale	76,755	36,405
- Cost of Purch Feed/Grain	40,000	43,500
<b>Value of Farm Production</b>	<b>435,076</b>	<b>397,515</b>
Cash Farm Oper Expenses	249,500	248,500
+or- Accrual Adjustments		
Growing Crops, Prepaids, Supplies, Oth Curr Assets		
Accts Payable, RE Taxes, Oth Curr Liab		
Depreciation Expense		32,600
Total Operating Expenses	249,500	281,100
Cash Interest Paid	52,772	52,360
+or- Change in Accrued Interest		
Total Interest Expense	52,772	52,360
<b>Total Expenses</b>	<b>302,272</b>	<b>333,460</b>
<b>Net Farm Income From Oper.</b>	<b>132,804</b>	<b>64,055</b>
Gain/Loss on Farm Assets		3,000
<b>Net Farm Income</b>	<b>132,804</b>	<b>67,055</b>
Wages & Other Non-Farm Income	15,000	9,500
+or- Accrual Adjustments		
Wages & Other Non-Farm Inc	15,000	9,500
Cash Income Tax Expense	10,000	5,500
+or- Change in Tax Accruals		
Total Tax Expense	10,000	5,500
<b>Net Income</b>	<b>137,804</b>	<b>71,055</b>
Less - Owner Withdrawals	45,000	32,000
+or- Accrual Adjustments		
Total Owner Withdrawals	45,000	32,000
<b>Net Inc. After Owner Withdrawals</b>	<b>92,804</b>	<b>39,055</b>
Plus - Depreciation and Term Int	39,224	74,960
<b>Cap Rplc &amp; Term Debt Repay Cap</b>	<b>132,028</b>	<b>111,015</b>
Less - Term Debt Payments	98,170	87,360
<b>Margin After Debt Servicing</b>	<b>33,858</b>	<b>23,655</b>
<b>CDRC%</b>	<b>134%</b>	<b>127%</b>

# Collateral Analysis

12/31/2003 - FYE 2003

Dana B. Doe  
Cust # M7

## OUR LOANS

Loans				Collateral					
Loan #	Description	Type	Amt.	Type	\$ Value	%	Amt.	Margin	L/V %
<b>* FSA Loans</b>									
1111	General Operating Expense	Cur 1	15,000						
2222	Purchase Feeder Livestock	Cur 1	30,000						
3333	Equipment	Int 1	150,000						
4444	Purchase 200 Acres	L T 1	145,000						
				Crop Inventory	153,500	100%	153,500		
				Market Livestock & Poultry	60,120	100%	60,120		
				Machinery & Equipment	275,000	100%	245,000		
				Raised Breeding Stock	54,000	100%	54,000		
				Purchased Breeding Stock	68,550	100%	68,550		
				Real Estate - Land	180,000	100%	180,000		
		<b>Total</b>	<b>340,000</b>				<b>Total</b>	<b>761,170</b>	<b>2.24</b>
								<b>44.67%</b>	
	<b>Total (Score/Rating)</b>		<b>340,000</b>				<b>Total (Score/Rating)</b>	<b>761,170</b>	<b>2.24</b>
								<b>44.67%</b>	
	<b>Total (Ours)</b>		<b>340,000</b>				<b>Total (Ours)</b>	<b>761,170</b>	<b>2.24</b>
								<b>44.67%</b>	

## PRIOR LIENS

<b>John Deere Prior Lien</b>									
John Deere Credit		Int	30,000						
				Machinery & Equipment	275,000	100%	50,000		
		<b>Total</b>	<b>30,000</b>				<b>Total</b>	<b>50,000</b>	<b>1.67</b>
								<b>60.00%</b>	

1 = Principal Balance  
2 = Present Commitment  
3 = Proposed Commitment  
\* To Scoring & Rating  
\*\* Denotes New Loans